

Message Text

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ACTION XMB-04

INFO OCT-01 AF-06 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-01 INR-07 NSAE-00 TRSE-00 OPIC-06 SP-02 CIEP-02

LAB-04 SIL-01 OMB-01 INT-05 /052 W

----- 001177

R 021010Z MAY 75

FM AMEMBASSY ABIDJAN

TO SECSTATE WASHDC 3146

UNCLAS ABIDJAN 3671

PASS EXIM BANK

EO 11652:N/A

TAGS: BEXP, IV

SUBJ: MAJOR PROJECT-TAABO HYDROELECTRIC

1. LISTED BELOW ARE THE PRLIMINARY RESULTS OF THE BID OPENING
ON THE BAABO HYDROELECTRIC PROJECT NOW ESTIMATED AT \$150 MILLION.
ALL FIGURES ARE IN MILLIONS OF FRANCS. WHERE N/C APPEARS,
THE BIDDER WAS NOT IN CONFORMITY WITH THE INSTRUCTIONS OF THE
BID DOCUMENTS. NON CONFORMITY IS THE RULE RATHER THAN
EXCEPTION AND IN MOST CASES CONCERNS THE FORMULA FOR ESCALATION
OF THE PRICES AND THE CONDITIONS OF PAYMENTS.

2. A. TP-1 CIVIL WORKS

GROUPEMENT ENTERPRISE TAABO (IMPREGILO, CIE DE
CONSTRUCTION INTERNATIONALE, ANDRE BORIE, SOCIETE
DUMES, FOUGEROLLE, G. E) TORN0) 25,482

DRAVE 20,034(N/C)

. TP-2 TURBINES

ALLIS CHALMERS 2,003(N/Y)

VEVEY 1,645

BOVING 1,848 (N/C)

NISSHOIWAI 1,769 (N/Y)

ESCHER WYSS 1,724 (N/C)

CGEE-ALTHOM-GIE 3,027 (N/C)

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ACEC (WESTINGHOUSE) 3,133 (N/C)

C. TP-3 GENERATORS

NISSHOI WAI	2,095 (N/C)
BROWN BOVERI	2,738 (N/C)
GENERAL ELECTRIC	2,310 (N/C)
CGEE-ALSTHOM-GIE	3,455 (N/C)
ACEC	2,074 (N/C)

D. TP-4 TRANSFORMERS

COMMON WELTH	813(N/C)
CGEE-ALSTHOM-GIE	446 (N/C)
VARIATION	457 (N/C)
ACEC	611 (N/C)

E. TP-5 ELECTRICAL EQUIPMENT

COMMON WEALTH	1,886 (N/C)
CGEE-ALSTHOM-GIE	1,477 (N/C)
ACEC-CLENESSEY	1,570 (N/C)

F. TP-6 PENSTOCKS

SOREFOME	360
VARIATION I	365
VARIATION II	341
CGEE-ALSTHOM-GIE	668 (N/C)
ACEC-B.V.S.	501 (N/C)

G. TP-7 GATES AND HOISTS

SOREFOME	803
VARIATION	761
VEVEY (NOELL)	1,000 (N/C)
NEWTON CHAMBERS	1,198 (N/C)
CFEM/EMH	1,139 (N/C)
VARIATION	1,282 (N/C)

H. TP-8 CRANES

VEVEY	232 (N/C)
COUPE HUGOT	180 (N/C)
CGEE-ALSTHOM-GIE	270 (N/C)
ACEC JOSEPH PARIS	209 (N/C)

3. CONSORTIUM CGEE-ALSTHOM-GIE HAS STATED THAT THEY MUST BE CONSIDERED FOR TP-2 THROUGH TP-9 AS PACKAGE OR NOT AT ALL. PACKAGE CAN INCLUDE EITHER OF VARIATIONS NOTED IN TP-4 AND TP-7.

4. NO FINANCIAL PACKAGES WERE DISCLOSED AND AREAS OF UNCLASSIFIED

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GREATEST CONCERN ARE GROUPMENT ENTREPRISE TAABO AND THE CGEE-ALSTHOM-GIE PROPOSALS. THEIR HIGH PRICES MIGHT BE OFFSET BY ITALIAN AND FRENCH CONCESSIONARY FINANCING.

5. WERE ALL U.S. BIDDERS TO BE SUCCESSFUL, \$129 MILLION WOULD REQUIRE FINANCING. THE EXIM BANK COMMITMENT OF \$70 MILLION DOES NOT COVER THIS BUT PRESUMABLY A

PORTION OF DRAVO'S LOCAL COSTS WOULD NOT BE ELIGIBLE
FOR EXIM FINANCING.
SMITH

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NNN

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